Index

Articles Indexed by Author
Negotiation Journal,
Volume 10 (1994)

Boskey, James B.
367 *The Proper Role of the Mediator: Rational Assessment, Not Pressure*

Davis, Albie M.
87 *What Makes a Good Mediator? Ask a Middle School Student*

deLeon, Linda
69 *Using Mediation to Resolve Personnel Disputes in a State Bureaucracy*

Cutcher-Gershenfeld, Joel E.
323 *Bargaining Over How to Bargain in Labor-Management Negotiations*

Eaton, Susan C.
231 *The New Negotiations in the American Workplace*

Feuille, Peter and Kolb, Deborah M.
249 *Waiting in the Wings: Mediation's Role in Grievance Resolution*

Fisher, Roger
17 *Deter, Compel, or Negotiate?*

Friedman, Raymond A.
265 *Missing Ingredients in Mutual Gains Bargaining Theory*

Gadlin, Howard
33 *Conflict Resolution, Cultural Differences, and the Culture of Racism*

Goldberg, Stephen B.
See Sander, Frank E.A.

Hall, Lavinia
See Heckscher, Charles

Heckscher, Charles and Hall, Lavinia
235 *Mutual Gains and Beyond: Two Levels of Intervention*

Horvitz, Wayne L.
281 *The New Labor-Management Relations: A Cautionary Tale*

Jones, Bernie
161 *A Comparison of Consensus and Voting in Public Decision Making*

Kolb, Deborah M.
See Feuille, Peter

Kramer, Roderick M.
347 *Integrative Complexity and Conflict Theory: Evidence of an Emerging Paradigm*

Levinger, George and Rubin, Jeffrey Z.
201 *Bridges and Barriers to a More General Theory of Conflict*

MacArthur, Mary L.
173 *Interim Guidelines Ignore Cultural Factors*

MacDuff, Ian
5 *Flames on the Wires: Mediating from an Electronic Cottage*

Matz, David E.
359 *Mediator Pressure and Party Autonomy: Are They Consistent with Each Other?*

Pruitt, Dean G.
217 *Negotiation Between Organizations: A Branching Chain Model*

Putnam, Linda L.
337 *Challenging the Assumptions of Traditional Approaches to Negotiation*

Rubin, Jeffrey Z.
See Levinger, George

Sander, Frank, E. A. and Goldberg, Stephen, B.
49 *Fitting the Forum to the Fuss: A User-Friendly Guide to Selecting an ADR Procedure*

Schneider, Andrea Kupfer
107 *Effective Responses to Offensive Comments*

Shah, Dhavan
See Waelchi, Heinz

Smith, William P.
147 *Power, Ripeness, and Intervention in International Conflict*

Smyth, Leo F.
311 *Intractable Conflicts and the Role of Identity*

Tjaden, Patricia G.
373 *Dispute Processing in Child Maltreatment Cases*

Waelchi, Heinz and Shah, Dhavan
129 *Crisis Negotiations Between Unequals: Lessons from a Classic Dialogue*

Watson, Carol
117 *Gender versus Power as a Predictor of Negotiation Behavior and Outcomes*

Wimmer, Ansgar M.
193 *The Jolly Mediator: Some Serious Thoughts About Humor*